

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods

Account Type 11 to 17

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
11 OPERATING INCOME																								
<u>4000 Income</u>	<u>929,788</u>		<u>663,260</u>		<u>919,466</u>		<u>881,445</u>		<u>941,545</u>		<u>985,832</u>		<u>743,674</u>		<u>1,175,743</u>		<u>1,095,923</u>		<u>992,379</u>		<u>1,511,358</u>		<u>328,606</u>	
1 Commercial	98,561	10.60	82,072	12.37	119,885	13.04	140,850	15.98	64,452	6.85	119,965	12.17	136,373	18.34	128,228	10.91	220,242	20.10	161,515	16.28	194,372	12.86	36,353	11.06
2 Residential	123,711	13.31	137,804	20.78	257,385	27.99	146,267	16.59	209,103	22.21	151,247	15.34	119,032	16.01	244,437	20.79	139,127	12.69	131,962	13.30	232,642	15.39	119,006	36.22
3 Models	244,520	26.30	43,859	6.61	36,728	3.99	128,728	14.60	74,879	7.95	80,890	8.21	203,775	27.40	216,412	18.41	183,456	16.74	139,588	14.07	395,458	26.17	56,276	17.13
4 Production	380,933	40.97	318,282	47.99	368,105	40.03	344,879	39.13	458,885	48.74	552,550	56.05	262,769	35.33	546,555	46.49	485,660	44.32	525,463	52.95	655,288	43.36	116,972	35.60
5 Maintenance	36,101	3.88	44,530	6.71	42,498	4.62	35,719	4.05	36,464	3.87	34,351	3.48	25,040	3.37	40,111	3.41	67,438	6.15	33,851	3.41	33,598	2.22		
6 Backyard	45,962	4.94	36,713	5.54	94,864	10.32	85,001	9.64	97,763	10.38	46,829	4.75	-3,314	-0.45										
<u>4010 Builder POWO</u>	<u>40,660</u>		<u>13,843</u>		<u>22,985</u>		<u>18,868</u>		<u>16,013</u>		<u>19,789</u>		<u>13,456</u>		<u>14,445</u>		<u>3,369</u>		<u>1,213</u>		<u>25,064</u>		<u>354</u>	
1 Commercial	100	0.24							195	1.22														
2 Residential	14,130	34.75	-444	-3.21	1,882	8.19	3,681	19.51	4,885	30.51	415	2.10	2,619	19.46	1,532	10.61					3,992	15.93		
3 Models	10,423	25.64	2,302	16.63					2,181	13.62											101	0.40	-142	-40.11
4 Production	9,425	23.18	11,985	86.58	21,103	91.81	15,187	80.49	8,751	54.65	19,184	96.94	10,838	80.54	12,913	89.39	3,369	100.00	1,213	100.00	20,971	83.67	496	140.11
5 Maintenance	6,582	16.19																						
6 Backyard											191	0.96												
<u>4030 Change Orders/E</u>	<u>8,041</u>		<u>2,436</u>		<u>8,858</u>		<u>18,746</u>		<u>11,214</u>		<u>4,235</u>		<u>-3,113</u>		<u>13,638</u>		<u>14,903</u>		<u>5,960</u>		<u>4,166</u>		<u>7,311</u>	
2 Residential	2,365	29.41	705	28.95	3,884	43.85	260	1.39	2,621	23.37			5,174	166.20	4,447	32.61	1,814	12.17	1,881	31.57	729	17.50	96	1.31
3 Models							150	0.80							2,961	21.71	4,818	32.33						
4 Production	5,616	69.84	1,731	71.05	4,734	53.44	5,761	30.73	8,593	76.63	3,390	80.05	4,243	136.29	6,230	45.68	8,271	55.50	4,078	68.43	3,437	82.50	7,216	98.69
5 Maintenance	60	0.75																						
6 Backyard					240	2.71	45	0.24			845	19.95												
<u>4450 Discounts Given</u>	<u>-29,695</u>		<u>-9,945</u>		<u>-9,745</u>		<u>-14,874</u>		<u>-17,653</u>		<u>-9,791</u>		<u>-24,476</u>		<u>-22,734</u>		<u>-1,350</u>				<u>-3,883</u>			
Acct Type Total:																								
SubAcct Totals:	978,489	103.13	679,539	101.49	951,309	101.03	919,060	101.65	968,771	101.86	1,009,856	100.98	754,018	103.35	1,203,826	101.92	1,114,195	100.12	999,552	100.00	1,540,589	100.25	336,272	100.00
12 OTHER INCOME																								
<u>4500 Gain On Sale Of</u>																								
4 Production																							3,950	
																							3,950	100.00
<u>4900 Other Income</u>	<u>15,268</u>		<u>608</u>		<u>80</u>		<u>349</u>		<u>2,190</u>		<u>574</u>				<u>7</u>		<u>1,060</u>		<u>5,092</u>					

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
Acct Type Total:																								
SubAcct Totals:																						3,950	<u>0.26</u>	
13 DIRECT EXPENSE																								
5000 Landscape Mater	140,897		116,146		129,349		159,447		124,646		143,753		183,566		94,811		150,626		208,619		272,006		9,582	
1 Commercial	39,348	<u>27.93</u>	17,990	<u>15.49</u>	16,921	<u>13.08</u>	35,077	<u>22.00</u>	10,032	<u>8.05</u>	33,827	<u>23.53</u>	37,828	<u>20.61</u>	17,357	<u>18.31</u>	15,627	<u>10.37</u>	51,831	<u>24.84</u>	74,091	<u>27.24</u>	2,368	<u>24.72</u>
2 Residential	11,201	<u>7.95</u>	9,821	<u>8.46</u>	24,584	<u>19.01</u>	21,532	<u>13.50</u>	16,485	<u>13.23</u>	19,538	<u>13.59</u>	24,737	<u>13.48</u>	15,591	<u>16.44</u>	27,249	<u>18.09</u>	17,150	<u>8.22</u>	25,133	<u>9.24</u>	2,207	<u>23.03</u>
3 Models	32,167	<u>22.83</u>	46,919	<u>40.40</u>	2,001	<u>1.55</u>	11,594	<u>7.27</u>	12,834	<u>10.30</u>	8,769	<u>6.10</u>	37,333	<u>20.34</u>	15,599	<u>16.45</u>	24,600	<u>16.33</u>	46,639	<u>22.36</u>	64,119	<u>23.57</u>	691	<u>7.21</u>
4 Production	56,030	<u>39.77</u>	36,475	<u>31.40</u>	76,730	<u>59.32</u>	73,551	<u>46.13</u>	69,493	<u>55.75</u>	77,186	<u>53.69</u>	83,281	<u>45.37</u>	42,051	<u>44.35</u>	78,034	<u>51.81</u>	91,223	<u>43.73</u>	106,171	<u>39.03</u>	3,804	<u>39.69</u>
5 Maintenance	848	<u>0.60</u>	2,919	<u>2.51</u>	111	<u>0.09</u>	2,382	<u>1.49</u>	6,242	<u>5.01</u>	1,032	<u>0.72</u>	387	<u>0.21</u>	4,213	<u>4.44</u>	5,116	<u>3.40</u>	1,777	<u>0.85</u>	2,492	<u>0.92</u>	513	<u>5.35</u>
6 Backyard	1,303	<u>0.92</u>	1,622	<u>1.40</u>	9,002	<u>6.96</u>	15,311	<u>9.60</u>	9,559	<u>7.67</u>	3,402	<u>2.37</u>												
7 General			401	<u>0.34</u>																				
5005 Irrigation Material	104,771		49,694		86,727		106,563		76,650		97,336		72,986		172,898		145,020		99,346		178,471		55,346	
1 Commercial	2,715	<u>2.59</u>	27,832	<u>56.01</u>	22,350	<u>25.77</u>	5,489	<u>5.15</u>	1,636	<u>2.13</u>	9,564	<u>9.83</u>	19,952	<u>27.34</u>	17,387	<u>10.06</u>	26,936	<u>18.57</u>	22,054	<u>22.20</u>	20,805	<u>11.66</u>	3,115	<u>5.63</u>
2 Residential	8,732	<u>8.33</u>	8,483	<u>17.07</u>	10,957	<u>12.63</u>	9,271	<u>8.70</u>	4,270	<u>5.57</u>	9,801	<u>10.07</u>	10,290	<u>14.10</u>	8,204	<u>4.75</u>	8,343	<u>5.75</u>	13,179	<u>13.27</u>	15,167	<u>8.50</u>	4,141	<u>7.48</u>
3 Models	6,451	<u>6.16</u>	-51	<u>-0.10</u>	375	<u>0.43</u>	13,294	<u>12.47</u>	-814	<u>-1.06</u>	4,176	<u>4.29</u>	6,513	<u>8.92</u>	7,449	<u>4.31</u>	8,060	<u>5.56</u>	18,208	<u>18.33</u>	9,282	<u>5.20</u>		
4 Production	85,529	<u>81.63</u>	13,430	<u>27.03</u>	49,702	<u>57.31</u>	66,109	<u>62.04</u>	69,622	<u>90.83</u>	70,860	<u>72.80</u>	35,888	<u>49.17</u>	138,972	<u>80.38</u>	101,668	<u>70.11</u>	45,126	<u>45.42</u>	131,905	<u>73.91</u>	48,089	<u>86.89</u>
5 Maintenance	1,344	<u>1.28</u>					796	<u>0.75</u>	957	<u>1.25</u>			343	<u>0.47</u>	885	<u>0.51</u>	13	<u>0.01</u>	779	<u>0.78</u>	1,312	<u>0.74</u>		
6 Backyard					3,342	<u>3.85</u>	11,604	<u>10.89</u>	979	<u>1.28</u>	2,934	<u>3.01</u>												
5010 Hardscape Mater	117,217		82,669		120,690		125,548		127,414		118,757		177,652		131,898		144,858		131,012		253,611		27,867	
1 Commercial	3,052	<u>2.60</u>	4,414	<u>5.34</u>	1,311	<u>1.09</u>	15,015	<u>11.96</u>	22,902	<u>17.97</u>	10,294	<u>8.67</u>	40,965	<u>23.06</u>	-230	<u>-0.17</u>	12,382	<u>8.55</u>	18,504	<u>14.12</u>	61,539	<u>24.26</u>	4,232	<u>15.18</u>
2 Residential	16,408	<u>14.00</u>	13,331	<u>16.13</u>	17,087	<u>14.16</u>	29,434	<u>23.44</u>	14,384	<u>11.29</u>	20,955	<u>17.65</u>	28,769	<u>16.19</u>	32,306	<u>24.49</u>	14,629	<u>10.10</u>	7,222	<u>5.51</u>	25,492	<u>10.05</u>	3,298	<u>11.83</u>
3 Models	21,612	<u>18.44</u>	10,323	<u>12.49</u>	3,246	<u>2.69</u>	9,974	<u>7.94</u>	5,382	<u>4.22</u>	13,703	<u>11.54</u>	14,130	<u>7.95</u>	21,345	<u>16.18</u>	20,964	<u>14.47</u>	24,106	<u>18.40</u>	23,833	<u>9.40</u>	2,989	<u>10.73</u>
4 Production	73,242	<u>62.48</u>	52,697	<u>63.74</u>	93,672	<u>77.61</u>	58,497	<u>46.59</u>	78,461	<u>61.58</u>	70,886	<u>59.69</u>	93,788	<u>52.79</u>	78,478	<u>59.50</u>	96,356	<u>66.52</u>	81,180	<u>61.96</u>	142,717	<u>56.27</u>	17,306	<u>62.10</u>
5 Maintenance	270	<u>0.23</u>						152	<u>0.12</u>	256	<u>0.22</u>										31	<u>0.01</u>	42	<u>0.15</u>
6 Backyard	2,632	<u>2.25</u>	1,904	<u>2.30</u>	5,375	<u>4.45</u>	12,426	<u>9.90</u>	6,133	<u>4.81</u>	2,664	<u>2.24</u>					125	<u>0.09</u>						
7 General							203	<u>0.16</u>									403	<u>0.28</u>						
5015 General Conditio	12,443		11,315		16,836		15,368		15,946		23,708		11,487		11,495		18,870		9,247		13,509		964	
1 Commercial	2,088	<u>16.78</u>	6,009	<u>53.10</u>	2,837	<u>16.85</u>	969	<u>6.31</u>	8,902	<u>55.83</u>	12,151	<u>51.25</u>	1,794	<u>15.62</u>	1,034	<u>8.99</u>	1,186	<u>6.28</u>	2,030	<u>21.95</u>	2,620	<u>19.39</u>	82	<u>8.46</u>
2 Residential	4,394	<u>35.31</u>	1,555	<u>13.74</u>	3,926	<u>23.32</u>	6,113	<u>39.78</u>	2,636	<u>16.53</u>	4,280	<u>18.05</u>	6,106	<u>53.15</u>	4,018	<u>34.96</u>	7,952	<u>42.14</u>	2,255	<u>24.38</u>	2,716	<u>20.11</u>	480	<u>49.80</u>
3 Models	4,274	<u>34.35</u>	1,701	<u>15.03</u>	1,330	<u>7.90</u>	2,436	<u>15.85</u>	2,056	<u>12.89</u>	4,936	<u>20.82</u>	2,003	<u>17.44</u>	2,292	<u>19.94</u>	4,605	<u>24.40</u>	3,079	<u>33.30</u>	3,254	<u>24.09</u>	80	<u>8.29</u>
4 Production	1,067	<u>8.57</u>	1,361	<u>12.03</u>	892	<u>5.30</u>	4,338	<u>28.23</u>	1,385	<u>8.69</u>	2,043	<u>8.62</u>	1,445	<u>12.58</u>	3,722	<u>32.38</u>	2,445	<u>12.96</u>	1,554	<u>16.81</u>	4,633	<u>34.30</u>	-278	<u>-28.82</u>
5 Maintenance	214	<u>1.72</u>	32	<u>0.28</u>	1,288	<u>7.65</u>	439	<u>2.86</u>	62	<u>0.39</u>	153	<u>0.64</u>	140	<u>1.21</u>	428	<u>3.73</u>	2,682	<u>14.21</u>	330	<u>3.56</u>	286	<u>2.12</u>	600	<u>62.27</u>
6 Backyard	406	<u>3.26</u>	659	<u>5.82</u>	6,564	<u>38.99</u>	813	<u>5.29</u>	905	<u>5.67</u>	145	<u>0.61</u>												

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
7 General							260	1.69																
5020 Site Furnishings	69,380		17,214		33,876		38,385		21,605		36,182		30,921		101,929		73,684		44,552		58,879		37,282	
1 Commercial	398	0.57	1,738	10.10	2,671	7.88	1,476	3.85	785	3.63	630	1.74			20,274	19.89	18,925	25.68	1,723	3.87	563	0.96	-1,111	-2.98
2 Residential	31,040	44.74	10,084	58.58	18,146	53.56	19,017	49.54	8,177	37.85	20,460	56.55	15,667	50.67	54,599	53.57	30,949	42.00	9,802	22.00	36,528	62.04	21,582	57.89
3 Models	34,299	49.44	3,108	18.05	5,233	15.45	9,283	24.18	6,225	28.81	9,586	26.49	14,687	47.50	27,684	27.16	22,767	30.90	32,152	72.17	21,659	36.79	16,518	44.31
4 Production	1,330	1.92	1,837	10.67	1,149	3.39	50	0.13	1,359	6.29	1,381	3.82			150	0.15	425	0.58	522	1.17			358	0.96
5 Maintenance	77	0.11			206	0.61	434	1.13			147	0.41	567	1.83	-148	-0.14	619	0.84	353	0.79	129	0.22	-66	-0.18
6 Backyard	2,235	3.22	447	2.60	6,471	19.10	8,124	21.17	5,058	23.41	3,978	10.99			-630	-0.62								
5030 Subcontracted	1,736		952		608		534		2,648		1,022		2,575		1,575		2,225		8,855		2,950			
2 Residential											572	55.95							4,230	47.77				
3 Models	1,736	100.00	952	100.00	608	100.00	476	89.14	2,648	100.00	450	44.05	2,575	100.00	1,575	100.00	1,600	71.91	4,625	52.23	2,950	100.00		
4 Production																	625	28.09						
6 Backyard							58	10.86																
5060 Equipment Renta	100		2,015				855				1,836		1,450		3,515		5,581		3,899		7,179		905	
1 Commercial			1,243	61.72			99	11.55			546	29.73	162	11.18	2,906	82.65	3,764	67.44	3,899	100.00	7,179	100.00	905	100.00
2 Residential	100	100.00	43	2.15			99	11.55			191	10.38			610	17.35								
3 Models			728	36.13			460	53.79			1,100	59.90	1,288	88.82			1,817	32.56						
4 Production							99	11.55																
6 Backyard							99	11.55																
5400 Field Payroll					-119,172		4,320				896		82,588		221,229		232,189		144,771		255,100		100,155	
1 Commercial			2,158		-13,707	11.50	4,200	97.22			328	36.59	13,298	16.10	30,879	13.96	37,579	16.18	25,431	17.57	46,098	18.07	14,119	14.10
2 Residential					-20,983	17.61	120	2.78					12,723	15.41	31,313	14.15	24,298	10.46	20,205	13.96	38,657	15.15	10,094	10.08
3 Models			-2,158		-4,972	4.17							10,865	13.16	33,133	14.98	41,350	17.81	25,441	17.57	37,600	14.74	16,591	16.57
4 Production					-59,543	49.96					128	14.29	35,407	42.87	110,445	49.92	114,780	49.43	62,749	43.34	112,910	44.26	50,468	50.39
5 Maintenance					-8,377	7.03					440	49.12	8,987	10.88	18,747	8.47	13,995	6.03	10,945	7.56	18,524	7.26	6,755	6.74
6 Backyard					-11,568	9.71																		
7 General					-22	0.02							1,308	1.58	-3,287	-1.49	188	0.08			1,311	0.51	2,129	2.13
5410 D/L Payroll Tax	520		853		372		317		4,317		15,333		9,547		17,656		18,870		11,311		19,962		7,839	
1 Commercial	3	0.56	81	9.44	339	91.36	309	97.38	411	9.53	1,523	9.93	1,507	15.79	2,361	13.37	2,985	15.82	1,970	17.42	3,601	18.04	1,105	14.10
2 Residential	44	8.42	305	35.70			8	2.62	398	9.21	2,530	16.50	1,545	16.18	2,342	13.27	1,989	10.54	1,512	13.37	2,893	14.49	756	9.64
3 Models	74	14.25					250	5.78	1,093	7.13	1,450	15.19	1,450	15.19	2,624	14.86	3,391	17.97	2,037	18.01	3,004	15.05	1,323	16.88
4 Production	386	74.32	440	51.51	32	8.64			2,390	55.37	7,855	51.23	3,949	41.37	8,659	49.04	9,333	49.46	4,903	43.35	8,859	44.38	3,949	50.38
5 Maintenance									435	10.07	1,571	10.24	972	10.18	1,484	8.41	1,158	6.14	889	7.86	1,501	7.52	541	6.90
6 Backyard	13	2.45	29	3.36					330	7.65	659	4.30	20	0.21										

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
7 General									103	2.39	103	0.67	102	1.07	186	1.05	15	0.08			103	0.52	165	2.10
5415 D/L Health care					139		111		139		162		78		222		244		167		161		56	
5420 D/L Workers Co	145		256		63		56		1,216		4,403		2,852		5,271		-10,673		3,453		6,096		2,386	
1 Commercial	1	0.67	27	10.59	58	91.69	54	97.22	112	9.25	460	10.44	464	16.26	743	14.09	-1,016	9.52	621	17.98	1,143	18.76	356	14.92
2 Residential	15	10.16	91	35.50			2	2.78	119	9.76	742	16.85	471	16.50	712	13.51	-3,633	34.04	474	13.73	898	14.72	218	9.12
3 Models	25	17.19							76	6.27	315	7.15	429	15.06	785	14.90	-792	7.42	610	17.67	895	14.69	373	15.61
4 Production	102	69.86	131	51.03	5	8.31			659	54.20	2,218	50.37	1,157	40.58	2,541	48.21	-4,923	46.12	1,490	43.14	2,693	44.18	1,230	51.58
5 Maintenance									131	10.79	440	10.00	292	10.24	437	8.29	-314	2.95	258	7.47	436	7.14	158	6.63
6 Backyard	3	2.12	7	2.89					95	7.85	198	4.50	6	0.23										
7 General									23	1.89	30	0.69	32	1.14	53	1.01	5	-0.05			31	0.51	51	2.14
5430 Field Incentive P	30,551		9,105		25,748		19,924		19,867		40,651		36,571		68,252		45,185		44,362		73,492		7,695	
1 Commercial			316	3.48	882	3.42	341	1.71			1,043	2.56	883	2.42	1,756	2.57	1,811	4.01	10,217	23.03	860	1.17		
2 Residential	2,605	8.53	2,239	24.59	2,880	11.18	4,830	24.24	1,549	7.80	3,978	9.79	6,327	17.30	8,014	11.74	4,046	8.95	5,347	12.05	11,770	16.02	122	1.59
3 Models	2,767	9.06	2,787	30.61	728	2.83	1,019	5.11	489	2.46	606	1.49	1,593	4.35	9,023	13.22	8,541	18.90	6,998	15.77	14,409	19.61	1,064	13.83
4 Production	12,325	40.34	14,308	57.15	19,282	74.89	11,897	59.71	16,681	83.96	34,641	85.22	27,084	74.06	45,044	66.00	28,671	63.45	20,805	46.90	45,346	61.70	6,509	84.59
5 Maintenance	813	2.66	1,134	12.45	758	2.94	1,448	7.27	633	3.19	47	0.11	684	1.87	4,416	6.47	2,117	4.69	996	2.24	1,108	1.51		
6 Backyard			362	3.97	1,219	4.74	390	1.95	515	2.59	336	0.83												
5440 Contract Labor	165,282		104,193		310,329		140,897		190,594		194,455		-77,164		-3,438						383			
1 Commercial	9,453	5.72	12,293	11.80	37,736	12.16	20,268	14.38	20,676	10.85	19,520	10.04	-7,794	10.10										
2 Residential	32,353	19.57	23,745	22.79	55,059	17.74	19,136	13.58	24,139	12.67	32,204	16.56	-22,731	29.46							383	100.00		
3 Models	34,908	21.12	17,743	17.03	13,443	4.33	15,070	10.70	8,489	4.45	13,963	7.18	-5,401	7.00										
4 Production	67,723	40.97	37,245	35.75	142,517	45.92	63,754	45.25	97,983	51.41	98,929	50.87	-40,032	51.88										
5 Maintenance	19,175	11.60	11,433	10.97	26,893	8.67	13,160	9.34	18,822	9.88	19,741	10.15	-1,465	1.90										
6 Backyard	1,329	0.80	1,385	1.33	34,604	11.15	9,267	6.58	16,025	8.41	8,801	4.53	259	-0.34										
7 General	342	0.21	349	0.33	78	0.02	242	0.17	4,460	2.34	1,297	0.67			-3,438	100.00								
Acct Type Total:																								
SubAcct Totals:	643,042	67.77	394,413	58.90	605,426	64.30	612,213	67.71	584,903	61.50	678,332	67.83	535,029	73.34	827,091	70.03	826,436	74.26	709,426	70.97	1,141,638	74.29	250,022	74.35

14 EQUIP/SHOP EXPENSE

5670 Vehicle License/	518		435		3,001		432		2,499		1,548		3,120		2,020		1,234		88		286			
1 Commercial							432	100.00							692	34.27								

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%	
2 Residential					1,775	59.14			1,137	45.50			419	27.10			485	24.00							
3 Models			4351	100.00					438	17.52			290	18.71											
4 Production	518	100.00			1,226	40.86			663	26.51			419	27.10	2,485	79.64	843	41.73	910	73.75	88	100.00	286	100.00	
5 Maintenance													419	27.10	635	20.36			324	26.25					
6 Backyard									262	10.47															
5680 Truck Lease Exp	22,365		22,684		22,365		22,564		22,365		252		44,730		26,924		23,086		24,581					-60	
1 Commercial	2,404	10.75	2,330	10.27	2,624	11.73	2,369	10.50	2,329	10.42			5,130	11.47	2,267	8.42	2,268	9.82	2,365	9.62				-6	9.97
2 Residential	4,986	22.29	4,272	18.83	4,669	20.88	4,709	20.87	5,264	23.54			10,979	24.55	5,140	19.09	5,490	23.78	4,765	19.38				-13	21.92
3 Models	2,333	10.43	2,260	9.96	2,560	11.45	2,300	10.19	2,260	10.10			3,088	6.90	1,595	5.93	2,190	9.49	2,377	9.67				-12	20.59
4 Production	10,219	45.69	10,952	48.28	10,519	47.03	11,153	49.43	10,519	47.03	252	100.00	22,751	50.86	16,827	62.50	12,044	52.17	13,948	56.74				-29	47.52
5 Maintenance	1,152	5.15	1,457	6.42	1,260	5.64	1,064	4.72	1,064	4.76			2,782	6.22	1,095	4.07	1,095	4.74	1,127	4.58					
6 Backyard	1,271	5.68	1,413	6.23	732	3.27	968	4.29	929	4.15															
5690 Equip Lease Exp			147		208		147		178		208		147		178		3,827		147					1,141	
1 Commercial									45	25.29															
2 Residential			107	73.07	45	21.59	45	30.54					45	30.54	45	25.29	45	1.17	45	30.54				45	3.94
3 Models			40	26.93	163	78.41	102	69.46	93	52.40	178	85.35	102	69.46	133	74.71	19	0.49	102	69.46				1,096	96.06
4 Production									40	22.31	30	14.65					3,763	98.34							
5720 Truck Depreciati	92																								
1 Commercial	31	33.33																							
2 Residential	31	33.33																							
4 Production	31	33.33																							
5740 Truck/Equipment	58		15,607		16,261		23,006		22,045		21,346		22,353		24,225		32,528		32,616		32,626			467	
1 Commercial			1,519	9.73	1,558	9.58	3,025	13.15	3,026	13.73	2,659	12.46	2,615	11.70	2,849	11.76	3,277	10.08	3,604	11.05	3,860	11.83			
2 Residential			3,473	22.25	3,762	23.13	4,552	19.79	4,086	18.53	2,882	13.50	5,827	26.07	6,455	26.65	6,502	19.99	6,728	20.63	6,749	20.69			
3 Models			1,564	10.02	1,814	11.15	2,427	10.55	2,452	11.12	1,416	6.63	2,435	10.89	1,625	6.71	3,039	9.34	4,203	12.89	4,041	12.38			
4 Production	58	100.00	6,520	41.77	6,581	40.47	9,224	40.09	10,325	46.84	11,807	55.31	9,739	43.57	12,010	49.58	17,536	53.91	16,699	51.20	16,929	51.89	467	100.00	
5 Maintenance			1,727	11.06	1,594	9.81	1,751	7.61	1,502	6.81	1,842	8.63	1,738	7.77	1,286	5.31	2,174	6.68	1,382	4.24	1,047	3.21			
6 Backyard			806	5.16	953	5.86	1,724	7.49	654	2.97	739	3.46													
7 General							302	1.31																	
5750 Small Tools & Eq	6,862		5,796		7,948		2,239		-91		18,189		2,356		12,358		4,175		2,180		8,373		22,256		
1 Commercial	208	3.03	814	14.05	1,915	24.10	186	8.32	-1,294	421.43	2,313	12.72	548	23.27	863	6.99	147	3.51	354	16.26	914	10.91	2,961	13.30	
2 Residential	3,019	43.99	1,910	32.96	-1,413	-17.77	673	30.07	174	-190.75	2,882	15.85	796	33.80	1,531	12.39	60	1.43	138	6.34	1,721	20.55	5,363	24.10	
3 Models	1,076	15.68			1,988	25.01	456	20.37	3	-3.33	8,569	47.11	471	20.01	192	1.55	2,413	57.80	259	11.90	658	7.85	3,434	15.43	
4 Production	827	12.05	1,819	31.38	2,214	27.85	572	25.55	1,099	207.15	2,572	14.14	1,060	45.01	3,114	25.20	1,046	25.06	603	27.67	4,123	49.25	9,651	43.36	

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
5 Maintenance	1,646	23.99			901	11.34	165	7.38	-76	83.10			-520	-22.08	1,400	11.33	509	12.20	825	37.84	957	11.43	847	3.81
6 Backyard	86	1.25	1,252	21.61	2,342	29.47	186	8.32	3	-3.31	1,853	10.19												
7 General															5,258	42.54								
<u>5760 Do Not Use</u>	<u>174</u>																							
<u>5780 Truck/Trailer Rep</u>	<u>12,787</u>		<u>21,045</u>		<u>16,942</u>		<u>21,573</u>		<u>25,750</u>		<u>35,202</u>		<u>18,269</u>		<u>38,326</u>		<u>17,050</u>		<u>29,400</u>		<u>19,075</u>		<u>1,834</u>	
1 Commercial	2,912	22.77	1,281	6.09	1,533	9.05	1,505	6.98	3,834	14.89	4,406	12.52	1,453	7.95	780	2.04	1,038	6.09	2,450	8.33	1,418	7.43	76	4.15
2 Residential	3,134	24.51	9,453	44.91	6,913	40.81	3,111	14.42	4,728	18.36	6,654	18.90	4,098	22.43	4,994	13.03	3,282	19.25	8,863	30.15	3,835	20.10	351	19.12
3 Models	755	5.90	1,139	5.41	2,802	16.54	2,690	12.47	3,607	14.01	5,510	15.65	637	3.48	2,813	7.34	1,473	8.64	2,694	9.16	1,924	10.09	216	11.75
4 Production	4,082	31.92	7,750	36.83	4,535	26.77	13,050	60.49	10,642	41.33	15,860	45.05	11,493	62.91	29,765	77.66	10,411	61.06	14,397	48.97	11,287	59.17	1,147	62.54
5 Maintenance	997	7.80	906	4.31	435	2.57	195	0.90	210	0.82	345	0.98	590	3.23	579	1.51	846	4.96	996	3.39	611	3.20	45	2.44
6 Backyard	865	6.77	395	1.88	724	4.27	1,022	4.74	2,730	10.60	2,428	6.90			-729	-1.90								
7 General	43	0.33	121	0.57											124	0.32								
<u>5790 Equip. Repair</u>	<u>5,690</u>		<u>5,895</u>		<u>8,950</u>		<u>10,608</u>		<u>7,378</u>		<u>6,271</u>		<u>12,122</u>		<u>5,641</u>		<u>8,184</u>		<u>5,359</u>		<u>11,572</u>		<u>415</u>	
1 Commercial	1,941	34.12	829	14.06	2,402	26.84	1,662	15.67	1,544	20.92	643	10.25	2,312	19.07	881	15.62	1,904	23.26	395	7.37	1,681	14.52		
2 Residential	493	8.66	1,770	30.02	137	1.53	1,959	18.47	749	10.15	615	9.81	1,713	14.13	622	11.03	572	6.99	265	4.95	2,430	21.00		
3 Models	165	2.90	914	15.50	4,001	44.70	412	3.88	608	8.23	207	3.31	320	2.64	192	3.41	1,735	21.20	882	16.46	591	5.10		
4 Production	3,039	53.40	1,458	24.73	2,272	25.38	6,054	57.07	3,702	50.18	3,947	62.94	7,544	62.24	3,972	70.42	3,973	48.55	3,707	69.17	6,859	59.27	415	100.00
5 Maintenance	52	0.92	700	11.88	43	0.48	347	3.27	476	6.45	174	2.78	232	1.92	-27	-0.48			110	2.05	12	0.10		
6 Backyard			224	3.80	95	1.06	175	1.65	300	4.07	685	10.92												
Acct Type Total:																								
SubAcct Totals:	48,372	5.10	71,609	10.69	75,675	8.04	80,569	8.91	80,124	8.42	81,467	8.15	101,525	13.92	110,771	9.38	90,869	8.17	95,517	9.56	71,733	4.67	26,339	7.83
<u>15 OVERHEAD EXPENSE</u>																								
<u>6000 Computer Expen</u>	<u>13,180</u>		<u>12,669</u>		<u>7,348</u>		<u>5,949</u>		<u>7,669</u>		<u>4,623</u>		<u>19,575</u>		<u>11,834</u>		<u>-598</u>		<u>9,485</u>		<u>11,149</u>		<u>1,281</u>	
1 Commercial	2,636	20.00	2,535	20.01	1,470	20.00	1,953	32.82	1,534	20.00	927	20.05	2,350	12.00	1,403	11.85	-71	11.87	1,138	12.00	1,338	12.00	154	12.00
2 Residential	2,636	20.00	2,528	19.96	1,470	20.00	657	11.04	1,534	20.00	927	20.05	5,089	26.00	3,039	25.68	-156	26.10	2,466	26.00	2,899	26.00	333	26.00
3 Models	2,636	20.00	2,535	20.01	1,470	20.00	1,113	18.71	1,534	20.00	927	20.05	2,154	11.00	1,286	10.87	-65	10.85	1,043	11.00	1,226	11.00	141	11.00
4 Production	2,636	20.00	2,535	20.01	1,470	20.00	1,113	18.71	1,534	20.00	927	20.05	9,198	46.99	5,639	47.65	-284	47.45	4,458	47.00	5,240	47.00	602	47.00
5 Maintenance													785	4.01	468	3.95	-22	3.73	379	4.00	446	4.00	51	4.00
6 Backyard	2,636	20.00	2,535	20.01	1,470	20.00	1,113	18.71	1,534	20.00	915	19.79												
<u>6005 Outside Services</u>	<u>-1,081</u>		<u>-29</u>								<u>16</u>								<u>368</u>					
1 Commercial	74	-6.86	-29	100.00							16	100.00												
2 Residential	54	-4.97																						

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
3 Models	34	-3.16																						
7 General	-1,243	114.99																						
6010 Office Rent Expe	4,892		4,892		1,042		5,933		11,954		9,379		404		13,349		404		1,299		17,745		4,487	
1 Commercial	897	18.35	978	20.00	208	20.00	1,187	20.00	2,391	20.00	1,876	20.00	49	12.00	1,602	12.00	49	12.00	156	12.00	2,129	12.00	539	12.00
2 Residential	897	18.35	978	20.00	208	20.00	1,187	20.00	2,391	20.00	1,876	20.00	105	26.00	3,471	26.00	105	26.00	338	26.00	4,614	26.00	1,167	26.00
3 Models	897	18.35	978	20.00	208	20.00	1,187	20.00	2,391	20.00	1,876	20.00	44	11.00	1,468	11.00	44	11.00	143	11.00	1,952	11.00	494	11.00
4 Production	898	18.35	978	20.00	208	20.00	1,187	20.00	2,391	20.00	1,876	20.00	190	47.00	6,274	47.00	190	47.00	610	47.00	8,340	47.00	2,109	47.00
5 Maintenance													16	4.00	534	4.00	16	4.00	52	4.00	710	4.00	180	4.00
6 Backyard	897	18.35	978	20.00	208	20.00	1,187	20.00	2,391	20.00	1,876	20.00												
7 General	404	8.26																						
6015 Employee Trainin					800		-400																	
4 Production					800	100.00	-400	100.00																
6030 Accountant/Legal	1,433		3,318		312		7,875		6,204		613		1,433		895		3,490		1,020		816		3,563	
1 Commercial	287	20.00	664	20.00	62	20.00	1,575	20.00	1,240	19.99	153	25.00	172	12.00	107	12.00	419	12.00	122	12.00	98	12.00	428	12.00
2 Residential	287	20.00	664	20.00	62	20.00	1,575	20.00	1,240	19.99	153	25.00	372	26.00	233	26.00	907	26.00	265	26.00	212	26.00	926	26.00
3 Models	287	20.00	664	20.00	62	20.00	1,575	20.00	1,240	19.99	153	25.00	158	11.00	98	11.00	384	11.00	112	11.00	90	11.00	392	11.00
4 Production	287	20.00	664	20.00	62	20.00	1,575	20.00	1,240	19.99	153	25.00	673	47.00	421	47.00	1,640	47.00	479	47.00	383	47.00	1,675	47.00
5 Maintenance													57	4.00	36	4.00	140	4.00	41	4.00	33	4.00	143	4.00
6 Backyard	287	20.00	664	20.00	62	20.00	1,575	20.00	1,244	20.05														
6040 Office Supplies	2,326		1,565		396		3,733		1,760		1,908		1,512		1,512		2,673		1,394		1,942		611	
1 Commercial	506	21.73	299	19.14	51	12.76	733	19.64	352	19.99	419	21.94	180	11.90	157	10.37	315	11.78	167	12.00	216	11.10	60	9.89
2 Residential	502	21.57	309	19.78	169	42.55	800	21.44	352	19.99	310	16.27	390	25.77	340	22.46	682	25.53	362	26.00	467	24.05	131	21.43
3 Models	423	18.18	299	19.14	76	19.17	733	19.64	352	19.99	350	18.33	172	11.40	139	9.17	309	11.57	153	11.00	198	10.18	55	9.07
4 Production	473	20.33	349	22.28	51	12.76	733	19.64	352	19.99	311	16.27	710	46.97	767	50.73	1,234	46.16	655	47.00	990	50.97	305	49.96
5 Maintenance	13	0.54	8	0.53									60	3.96	92	6.12	105	3.93	56	4.00	72	3.70	20	3.30
6 Backyard	410	17.65	299	19.14	51	12.76	733	19.64	353	20.05	311	16.27												
7 General											208	10.91			18	1.16	27	1.03					39	6.35
6050 Office Telephone	1,151		555		5,121		1,824		7,090		3,467		3,060		4,031		3,146		2,370		3,544		1,810	
1 Commercial	160	13.93	49	8.90	888	17.34	304	16.66	1,343	18.95	3,096	89.30	504	16.47	442	10.95	336	10.67	246	10.37	379	10.70	217	12.00
2 Residential	510	44.26	355	63.88	1,569	30.63	608	33.34	1,716	24.20	358	10.32	1,042	34.05	1,308	32.45	1,076	34.21	782	33.01	1,205	34.01	471	26.00
3 Models	160	13.93	49	8.90	888	17.34	304	16.66	1,343	18.95	4	0.13	491	16.04	405	10.04	308	9.78	225	9.50	348	9.81	199	11.00
4 Production	160	13.93	49	8.90	888	17.34	304	16.66	1,343	18.95	4	0.13	970	31.69	1,729	42.90	1,314	41.79	1,035	43.67	1,485	41.91	851	47.00
5 Maintenance	36	3.11											53	1.74	147	3.65	112	3.56	82	3.46	126	3.57	72	4.00
6 Backyard	125	10.82	49	8.90	888	17.34	304	16.67	1,343	18.95	4	0.13												

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
7 General			3	0.52																				
<u>6060 Donations & Con</u>							<u>200</u>															<u>200</u>		
1 Commercial							40	20.00														24	12.00	
2 Residential							40	20.00														52	26.00	
3 Models							40	20.00														22	11.00	
4 Production							40	20.00														94	47.00	
5 Maintenance																						8	4.00	
6 Backyard							40	20.00																
<u>6070 Dues & Subscript</u>	<u>905</u>		<u>44</u>				<u>887</u>		<u>230</u>						<u>168</u>							<u>168</u>		
1 Commercial	1,207	133.42	44	100.00			177	20.00	46	20.00					20	12.00						20	12.00	
2 Residential							177	20.00	46	20.00					44	25.99						44	26.00	
3 Models							177	20.00	46	20.00					18	11.00						18	11.00	
4 Production							177	20.00	46	20.00					79	47.00						79	47.00	
5 Maintenance															7	4.00						7	4.00	
6 Backyard							177	20.00	46	20.00														
7 General	-302	-33.42																						
<u>6080 Interest Expense</u>	<u>4,250</u>		<u>6,947</u>		<u>8,533</u>		<u>4,827</u>		<u>5,772</u>		<u>8,311</u>		<u>6,657</u>		<u>9,544</u>		<u>7,371</u>		<u>10,538</u>		<u>2,294</u>		<u>8,569</u>	
1 Commercial	528	12.43	1,361	19.59	1,749	20.50	934	19.35	1,175	20.36	1,612	19.40	741	11.13	1,152	12.07	988	13.40	1,241	11.78	-6,314	-275.26	627	7.32
2 Residential	528	12.43	1,461	21.03	1,658	19.43	964	19.96	1,109	19.21	1,632	19.64	1,648	24.75	2,446	25.63	1,880	25.50	2,724	25.85	2,497	108.85	1,372	16.02
3 Models	528	12.43	1,393	20.05	1,753	20.55	980	20.30	1,159	20.08	1,678	20.19	744	11.18	1,081	11.33	834	11.32	1,197	11.36	1,050	45.77	3,815	44.52
4 Production	528	12.43	1,370	19.73	1,741	20.41	1,009	20.91	1,217	21.09	1,758	21.16	2,899	43.55	4,496	47.11	3,388	45.97	4,962	47.09	4,679	204.00	2,530	29.53
5 Maintenance											26	0.31	246	3.69	368	3.86	281	3.81	413	3.92	382	16.64	224	2.61
6 Backyard	528	12.43	1,361	19.59	1,632	19.12	940	19.47	1,111	19.26	1,605	19.32												
7 General	1,608	37.83											379	5.69										
<u>6090 Office Improvem</u>					<u>374</u>		<u>5,281</u>								<u>3,033</u>							<u>1,905</u>		
1 Commercial					75	20.00	1,056	20.00							31	1.02						229	12.00	
2 Residential					75	20.00	1,056	20.00							67	2.20						495	26.00	
3 Models					75	20.00	1,056	20.00							28	0.93						210	11.00	
4 Production					75	20.00	1,056	20.00							121	3.98						895	47.00	
5 Maintenance															10	0.34						76	4.00	
6 Backyard					75	20.00	1,056	20.00																
7 General															2,776	91.54								
<u>6100 General Liability I</u>	<u>15,054</u>		<u>20,181</u>		<u>19,460</u>		<u>14,073</u>		<u>14,063</u>		<u>14,073</u>		<u>14,412</u>		<u>3,560</u>		<u>118</u>		<u>18,400</u>		<u>16,297</u>		<u>16,244</u>	
1 Commercial	4,526	30.07	4,036	20.00	3,858	19.82	2,815	20.00	2,813	20.00	2,815	20.00	1,694	11.76	427	12.00	14	12.00	2,208	12.00	2,041	12.52	1,949	12.00

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%	
2 Residential	-711	<u>-4.72</u>	4,036	<u>20.00</u>	3,858	<u>19.82</u>	2,815	<u>20.00</u>	2,813	<u>20.00</u>	2,815	<u>20.00</u>	3,671	<u>25.47</u>	926	<u>26.00</u>	31	<u>26.00</u>	4,784	<u>26.00</u>	4,212	<u>25.85</u>	4,223	<u>26.00</u>	
3 Models	-711	<u>-4.72</u>	4,036	<u>20.00</u>	4,029	<u>20.70</u>	2,815	<u>20.00</u>	2,813	<u>20.00</u>	2,815	<u>20.00</u>	1,846	<u>12.81</u>	392	<u>11.00</u>	13	<u>11.00</u>	2,024	<u>11.00</u>	1,782	<u>10.93</u>	1,787	<u>11.00</u>	
4 Production	-681	<u>-4.52</u>	4,036	<u>20.00</u>	3,858	<u>19.82</u>	2,815	<u>20.00</u>	2,813	<u>20.00</u>	2,815	<u>20.00</u>	6,636	<u>46.04</u>	1,673	<u>47.00</u>	55	<u>47.00</u>	8,648	<u>47.00</u>	7,614	<u>46.72</u>	7,635	<u>47.00</u>	
5 Maintenance													565	<u>3.92</u>	142	<u>4.00</u>	5	<u>4.00</u>	736	<u>4.00</u>	648	<u>3.98</u>	650	<u>4.00</u>	
6 Backyard	-711	<u>-4.72</u>	4,036	<u>20.00</u>	3,858	<u>19.82</u>	2,815	<u>20.00</u>	2,813	<u>20.00</u>	2,815	<u>20.00</u>													
7 General	13,340	<u>88.61</u>																							
6110 Meals & Entertai	385		59		84				31		2,524				3,816		2,192		43		3,316				
1 Commercial	77	<u>20.00</u>									480	<u>19.02</u>			462	<u>12.12</u>	242	<u>11.05</u>			388	<u>11.71</u>			
2 Residential	77	<u>20.00</u>			84	<u>100.00</u>					538	<u>21.31</u>			971	<u>25.44</u>	525	<u>23.95</u>			842	<u>25.38</u>			
3 Models	77	<u>20.00</u>									480	<u>19.02</u>			410	<u>10.74</u>	236	<u>10.79</u>			356	<u>10.74</u>			
4 Production	77	<u>20.00</u>		591	<u>100.00</u>				31	<u>100.00</u>	546	<u>21.63</u>			1,824	<u>47.81</u>	1,107	<u>50.52</u>		43	<u>100.00</u>	1,601	<u>48.26</u>		
5 Maintenance															148	<u>3.88</u>	81	<u>3.68</u>			129	<u>3.90</u>			
6 Backyard	77	<u>20.00</u>									480	<u>19.02</u>													
6120 Fuel Reimburse	619		703		491		516		112		784		791		825		618		344		367		24		
1 Commercial	364	<u>58.87</u>	586	<u>83.42</u>	182	<u>37.11</u>	25	<u>4.85</u>	22	<u>19.99</u>	437	<u>55.73</u>	413	<u>52.26</u>	432	<u>52.34</u>	86	<u>13.94</u>	171	<u>49.80</u>	104	<u>28.42</u>			
2 Residential	26	<u>4.18</u>	8	<u>1.13</u>	14	<u>2.78</u>	25	<u>4.85</u>	22	<u>19.99</u>	5	<u>0.60</u>	41	<u>5.17</u>	57	<u>6.91</u>	25	<u>4.01</u>	54	<u>15.64</u>	60	<u>16.30</u>			
3 Models			8	<u>1.13</u>	57	<u>11.61</u>	325	<u>62.86</u>	22	<u>19.99</u>	70	<u>8.90</u>	37	<u>4.68</u>	47	<u>5.64</u>	385	<u>62.33</u>	4	<u>1.12</u>	25	<u>6.90</u>			
4 Production	125	<u>20.27</u>	93	<u>13.19</u>	213	<u>43.43</u>	79	<u>15.23</u>	22	<u>20.02</u>	126	<u>16.05</u>	294	<u>37.23</u>	284	<u>34.39</u>	76	<u>12.27</u>	114	<u>33.03</u>	148	<u>40.42</u>	24	<u>100.00</u>	
5 Maintenance											89	<u>11.35</u>	5	<u>0.65</u>	6	<u>0.72</u>	4	<u>0.62</u>	1	<u>0.41</u>	29	<u>7.96</u>			
6 Backyard	21	<u>3.34</u>	8	<u>1.13</u>	25	<u>5.07</u>	63	<u>12.22</u>	22	<u>19.99</u>	21	<u>2.67</u>													
7 General	83	<u>13.34</u>									37	<u>4.70</u>					42	<u>6.84</u>							
6130 Bad Debt Expens									9,229		20,512										146				
1 Commercial											5,976	<u>29.13</u>													
2 Residential											480	<u>2.34</u>													
3 Models									2,559	<u>27.73</u>															
4 Production											1,671	<u>8.15</u>										146	<u>100.00</u>		
5 Maintenance									6,670	<u>72.27</u>	12,385	<u>60.38</u>													
6140 Business License	461		1,350										502		400		135		580		105				
1 Commercial	-646	<u>-140.06</u>	65	<u>4.81</u>											400	<u>100.00</u>			104	<u>77.19</u>	70	<u>12.00</u>	13	<u>12.00</u>	
2 Residential	1,027	<u>222.72</u>	90	<u>6.67</u>									502	<u>100.00</u>					9	<u>6.74</u>	151	<u>26.00</u>	27	<u>26.00</u>	
3 Models	27	<u>5.78</u>	1,065	<u>78.89</u>															4	<u>2.85</u>	64	<u>11.00</u>	12	<u>11.00</u>	
4 Production	27	<u>5.79</u>	65	<u>4.81</u>															16	<u>12.19</u>	273	<u>47.00</u>	49	<u>47.00</u>	
5 Maintenance																			1	<u>1.04</u>	23	<u>4.00</u>	4	<u>4.00</u>	
6 Backyard	27	<u>5.78</u>	65	<u>4.81</u>																					

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
<u>6150 Postage</u>	<u>366</u>		<u>264</u>		<u>241</u>		<u>531</u>		<u>379</u>		<u>202</u>		<u>467</u>		<u>240</u>		<u>487</u>				<u>107</u>			
1 Commercial	73	20.00	53	20.00	48	20.00	73	13.75	76	20.00	31	15.37	60	12.83	29	12.00	58	11.87			33	30.69		
2 Residential	73	20.00	53	20.00	48	20.00	239	45.01	76	20.00	31	15.37	121	25.94	62	26.00	125	25.71			-95	-89.25		
3 Models	73	20.00	53	20.00	48	20.00	73	13.75	76	20.00	31	15.37	55	11.89	26	11.00	53	10.88			30	28.13		
4 Production	73	20.00	53	20.00	48	20.00	73	13.75	76	20.00	31	15.37	213	45.60	113	47.00	227	46.48			128	120.20		
5 Maintenance													17	3.75	10	4.00	19	3.96			11	10.24		
6 Backyard	73	20.00	53	19.99	48	20.01	73	13.75	76	20.01	41	20.25												
7 General											37	18.28					5	1.10						
<u>6160 Fld Telephone &</u>	<u>5,936</u>		<u>5,708</u>		<u>6,581</u>		<u>3,103</u>		<u>3,531</u>		<u>4,738</u>		<u>7,779</u>		<u>10,994</u>		<u>2,581</u>		<u>4,045</u>		<u>5,732</u>			
1 Commercial	1,120	18.86	1,098	19.24	1,311	19.92	573	18.47	659	18.66	1,043	22.02	987	12.69	1,319	12.00	310	12.00	485	12.00	688	12.00		
2 Residential	1,120	18.86	1,098	19.24	1,311	19.92	670	21.60	659	18.66	1,043	22.02	2,018	25.95	2,858	26.00	671	26.00	1,052	26.00	1,490	26.00		
3 Models	1,120	18.86	1,098	19.24	1,336	20.30	611	19.70	659	18.66	1,043	22.02	914	11.75	1,209	11.00	284	11.00	445	11.00	630	11.00		
4 Production	1,120	18.86	1,153	20.20	1,311	19.92	641	20.65	896	25.37	1,043	22.02	3,565	45.83	5,167	47.00	1,213	47.00	1,901	47.00	2,694	47.00		
5 Maintenance	341	5.74	163	2.85			34	1.11					295	3.79	440	4.00	103	4.00	162	4.00	229	4.00		
6 Backyard	1,117	18.81	1,098	19.24	1,311	19.92	573	18.47	659	18.66	565	11.93												
<u>6170 Office Utilities</u>	<u>559</u>		<u>-1,180</u>		<u>1,179</u>		<u>1,628</u>		<u>1,213</u>		<u>776</u>		<u>1,315</u>		<u>73</u>		<u>3,454</u>				<u>2,457</u>			
1 Commercial	112	20.00	-210	17.79	236	20.00	326	20.00	110	9.03	155	20.00	158	12.00	9	12.01	392	11.36			295	12.00		
2 Residential	112	20.00	-210	17.79	236	20.00	326	20.00	110	9.03	155	20.00	342	26.00	19	26.00	850	24.61			639	26.00		
3 Models	112	20.00	-210	17.79	236	20.00	326	20.00	110	9.03	155	20.00	145	11.00	8	11.00	360	10.41			270	11.00		
4 Production	112	20.00	-210	17.79	236	20.00	326	20.00	775	63.87	155	20.00	618	47.00	35	47.01	1,721	49.83			1,155	47.00		
5 Maintenance													53	4.00	3	3.99	131	3.79			98	4.00		
6 Backyard	112	20.00	-210	17.78	236	20.00	326	20.00	110	9.04	155	20.00												
7 General			-131	11.08																				
<u>6180 Marketing Expen</u>	<u>2,609</u>		<u>16,492</u>		<u>193</u>		<u>875</u>		<u>239</u>		<u>-875</u>		<u>679</u>		<u>200</u>		<u>1,266</u>		<u>6,634</u>		<u>708</u>		<u>-547</u>	
1 Commercial	105	4.01	177	1.07					-18	-7.31							105	8.29	690	10.41	85	12.00		
2 Residential	980	37.55	177	1.07	193	100.00			-18	-7.31							619	48.88	1,513	22.80	184	26.00		
3 Models	105	4.01	177	1.07					-18	-7.31							96	7.60	625	9.41	78	11.00		
4 Production	472	18.10	392	2.38					309	129.24			304	44.77	200	100.00	411	32.47	2,996	45.16	333	47.00		
5 Maintenance																	35	2.76	810	12.21	28	4.00	-547	100.00
6 Backyard	105	4.01	15,570	94.41					-18	-7.31														
7 General	844	32.33					875	100.00			-875	100.00	375	55.23										
<u>6185 Business Promoti</u>	<u>18,032</u>		<u>22,622</u>		<u>8,275</u>		<u>4,833</u>		<u>12,618</u>		<u>4,651</u>		<u>22,989</u>		<u>13,404</u>		<u>2,322</u>		<u>4,315</u>		<u>28,211</u>		<u>250</u>	
1 Commercial																	132	5.67	518	12.00	3,385	12.00	30	12.00
2 Residential																	285	12.27	1,122	26.00	7,335	26.00	65	26.00

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	<u>Period 01</u>	<u>%</u>	<u>Period 02</u>	<u>%</u>	<u>Period 03</u>	<u>%</u>	<u>Period 04</u>	<u>%</u>	<u>Period 05</u>	<u>%</u>	<u>Period 06</u>	<u>%</u>	<u>Period 07</u>	<u>%</u>	<u>Period 08</u>	<u>%</u>	<u>Period 09</u>	<u>%</u>	<u>Period 10</u>	<u>%</u>	<u>Period 11</u>	<u>%</u>	<u>Period 12</u>	<u>%</u>
3 Models																	121	5.19	475	11.00	3,103	11.00	28	11.00
4 Production																	515	22.19	2,028	47.00	13,259	47.00	118	47.00
5 Maintenance																	44	1.89	173	4.00	1,128	4.00	10	4.00
7 General	18,032	100.00	22,622	100.00	8,275	100.00	4,833	100.00	12,618	100.00	4,651	100.00	22,989	100.00	13,404	100.00	1,226	52.79						
<u>6190 Office Furnishing</u>							<u>627</u>																	
2 Residential							627	100.00																
<u>6200 Service Charge/L</u>	<u>1,861</u>		<u>2,110</u>		<u>4,442</u>		<u>3,386</u>		<u>7,028</u>		<u>1,890</u>		<u>1,654</u>		<u>736</u>		<u>3,734</u>		<u>3,374</u>		<u>6,128</u>		<u>3,930</u>	
1 Commercial	347	18.67	254	12.03	931	20.95	578	17.08	1,383	19.68	319	16.89	191	11.56	30	4.13	448	12.00	357	10.58	704	11.50	465	11.84
2 Residential	623	33.49	368	17.46	853	19.19	578	17.08	1,383	19.68	429	22.69	412	24.91	107	14.58	971	26.00	871	25.82	1,694	27.64	1,036	26.35
3 Models	216	11.59	275	13.05	820	18.47	578	17.08	1,383	19.68	341	18.03	175	10.61	27	3.69	411	11.00	265	7.86	646	10.54	428	10.90
4 Production	387	20.79	618	29.31	1,018	22.92	677	19.99	1,414	20.12	350	18.50	775	46.87	228	30.96	1,755	47.00	1,720	50.96	2,849	46.50	1,846	46.97
5 Maintenance													65	3.94	24	3.26	149	4.00	162	4.79	235	3.83	155	3.94
6 Backyard	214	11.50	254	12.03	810	18.24	578	17.08	1,464	20.84	96	5.07			-38	-5.11								
7 General	74	3.96	340	16.12	10	0.23	396	11.70			356	18.82	35	2.12	357	48.49								
<u>6210 Yard & Building</u>	<u>2,131</u>		<u>1,060</u>		<u>617</u>		<u>797</u>		<u>857</u>		<u>2,818</u>		<u>323</u>		<u>2,865</u>		<u>1,147</u>		<u>1,188</u>		<u>3,016</u>		<u>146</u>	
1 Commercial	405	19.01	382	35.99	123	20.00	129	16.24	171	20.00	443	15.71	67	20.69	353	12.33	138	12.00	85	7.16	361	11.97	18	12.00
2 Residential	410	19.24	170	16.00	123	20.00	279	35.05	171	20.00	443	15.71	82	25.33	742	25.90	298	26.00	313	26.37	782	25.94	38	26.00
3 Models	405	19.01	170	16.00	123	20.00	129	16.24	171	20.00	443	15.71	66	20.36	314	10.96	126	11.00	69	5.79	338	11.20	16	11.00
4 Production	405	19.01	170	16.00	123	20.00	129	16.24	171	20.00	1,351	47.92	104	32.29	1,341	46.82	539	47.00	656	55.19	1,414	46.89	69	47.00
5 Maintenance	101	4.74											4	1.33	114	3.99	46	4.00	65	5.49	120	3.99	6	4.00
6 Backyard	405	19.01	170	16.00	123	20.00	129	16.24	171	20.00	140	4.96												
<u>6220 Property Taxes</u>	<u>644</u>		<u>471</u>				<u>3,620</u>		<u>424</u>								<u>37</u>				<u>3,748</u>		<u>3,919</u>	
1 Commercial							724	20.00									4	12.01			450	12.00	470	12.00
2 Residential							724	20.00									10	26.01			974	26.00	1,019	26.00
3 Models							724	20.00									4	10.99			412	11.00	431	11.00
4 Production			471	100.00			724	20.00	424	100.00							17	46.99			1,761	47.00	1,842	47.00
5 Maintenance																	1	4.00			150	4.00	157	4.00
6 Backyard							724	20.00																
7 General	644	100.00																						
<u>6400 Overhead Labor</u>																	<u>252</u>							
4 Production																	252	100.00						
<u>6430 O/H Health care</u>					<u>3,303</u>		<u>2,471</u>		<u>2,804</u>		<u>2,501</u>		<u>1,587</u>		<u>2,665</u>		<u>2,448</u>		<u>1,388</u>		<u>2,448</u>		<u>916</u>	

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%
Acct Type Total:																								
SubAcct Totals:	75,711	7.98	99,800	14.90	65,491	6.96	70,099	7.75	90,403	9.50	80,410	8.04	83,552	11.45	81,477	6.90	34,692	3.12	64,949	6.50	110,573	7.20	44,391	13.20
16 ADMINISTRATIVE EXPENSE																								
7400 Office Payroll	36,320		38,418		71,619		48,846		56,786		59,784		38,033		61,716		64,308		36,510		59,325		23,568	
1 Commercial	1,910	5.26			1,240	1.73	3,493	7.15			1,170	1.96					602	0.94	660	1.81	660	1.11		
2 Residential	1,812	4.99	2,580	6.72	7,287	10.17	4,041	8.27	4,126	7.27	4,126	6.90	5,416	14.24	11,378	18.44	11,819	18.38	3,519	9.64	9,622	16.22	2,943	12.49
3 Models	1,732	4.77	2,502	6.51	4,685	6.54	2,166	4.43	3,190	5.62	3,985	6.67	2,400	6.31	3,350	5.43	3,295	5.12	1,865	5.11	2,945	4.96	460	1.95
4 Production	18,465	50.84	19,633	51.10	30,761	42.95	23,812	48.75	26,350	46.40	27,321	45.70	18,534	48.73	29,555	47.89	31,127	48.40	17,155	46.99	27,858	46.96	12,234	51.91
6 Backyard	3,982	10.96	4,373	11.38	6,630	9.26	3,896	7.98	7,564	13.32	7,039	11.77	850	2.23										
7 General	8,418	23.18	9,329	24.28	21,016	29.34	11,438	23.42	15,556	27.39	16,142	27.00	10,834	28.49	17,434	28.25	17,465	27.16	13,310	36.46	18,240	30.75	7,931	33.65
7405 Unclassified Payr	-8,341		1,770		7,143		4,304		11,188		10,484		12,135		15,031		17,275		7,588		14,364		5,513	
7410 Project Mgr/Esti	4,246		7,464		11,692		7,638		9,726		9,404		5,774		9,966		10,126		6,039		9,958		3,910	
1 Commercial	2,030	47.81	3,025	40.53	5,685	48.63	3,508	45.93	4,476	46.02	4,476	47.59	2,624	45.45	4,716	47.32	3,901	38.52	2,889	47.84	4,839	48.60	1,810	46.29
3 Models	2,216	52.19	4,439	59.47	6,006	51.37	4,130	54.07	5,250	53.98	4,928	52.41	3,150	54.55	5,250	52.68	5,250	51.85	3,150	52.16	5,119	51.40	2,100	53.71
4 Production																	975	9.63						
7415 Incentive/Vac/Bo	11,018																				5,178			
7420 Officers Payroll	2,154		3,253		3,910		2,250		3,374		2,812		1,687		2,812		2,812		1,687		2,812		1,125	
4 Production															562	20.00								
7 General	2,154	100.00	3,253	100.00	3,910	100.00	2,250	100.00	3,374	100.00	2,812	100.00	1,687	100.00	2,250	80.00	2,812	100.00	1,687	100.00	2,812	100.00	1,125	100.00
7425 Supervisor Payro	14,038		13,142		26,997		22,220		27,083		28,221		15,116		22,836		22,386		19,241		28,192		12,436	
1 Commercial	3,498	24.92	3,518	26.77	6,751	25.01	4,748	21.37	5,936	21.92	5,936	21.03	3,561	23.56	5,936	25.99	5,936	26.51	3,561	18.51	5,936	21.05	2,374	19.09
2 Residential	5,377	38.30	4,468	34.00	6,391	23.67	7,092	31.92	11,615	42.89	9,948	35.25	6,450	42.67	8,573	37.54	9,450	42.21	6,519	33.88	10,375	36.80	5,555	44.66
3 Models	2,173	15.48	3,285	24.99	5,165	19.13	4,320	19.44	4,200	15.51	5,400	19.13	3,915	25.90	5,400	23.65	5,400	24.12	3,240	16.84	7,320	25.96	2,160	17.37
4 Production					5,453	20.20	2,595	11.68	2,700	9.97	2,648	9.38	1,190	7.87	2,928	12.82	1,600	7.15	5,921	30.77	4,562	16.18	2,348	18.88
5 Maintenance	2,990	21.30	1,871	14.24																				
6 Backyard					3,238	11.99	3,465	15.59	2,633	9.72	4,290	15.20												
7430 Sales Payroll	7,006		8,649		7,074		3,725		5,045		4,804		5,973		9,547		13,671		11,391		8,275		450	
1 Commercial																	544	3.98						
2 Residential	3,806	54.33	6,249	72.25	4,594	64.94	2,125	57.05	1,530	30.33	1,248	25.97	4,924	82.44	9,122	95.55	6,411	46.90	11,273	98.96	8,275	100.00	450	100.00
3 Models									400	7.93							2,192	16.03						
4 Production			800	9.25									649	10.86			4,247	31.06	118	1.04				

A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	Period 01	%	Period 02	%	Period 03	%	Period 04	%	Period 05	%	Period 06	%	Period 07	%	Period 08	%	Period 09	%	Period 10	%	Period 11	%	Period 12	%	
5 Maintenance																	277	2.03							
6 Backyard	3,200	45.67	1,600	18.50	2,480	35.06	1,600	42.95	3,115	61.74	3,156	65.70	400	6.70											
7 General											400	8.33			425	4.45									
<u>7440 Admin Payroll Ta</u>	<u>2,579</u>		<u>1,644</u>		<u>8,627</u>		<u>6,550</u>		<u>7,844</u>		<u>8,272</u>		<u>5,456</u>		<u>8,426</u>		<u>8,794</u>		<u>5,328</u>		<u>63,148</u>		<u>3,472</u>		
1 Commercial	163	6.33			1,042	12.08	911	13.91	773	9.85	896	10.83	544	9.97	900	10.68	790	8.99	529	9.94	890	1.41	558	16.08	
2 Residential	494	19.15	289	17.56	1,290	14.95	1,014	15.48	1,341	17.10	1,038	12.55	1,038	19.02	1,623	19.26	1,850	21.03	857	16.09	1,984	3.14	771	22.20	
3 Models					1,065	12.34	839	12.81	962	12.27	1,071	12.95	770	14.11	1,071	12.71	1,026	11.67	610	11.45	1,224	1.94	349	10.06	
4 Production	1,231	47.74	1,020	62.03	2,674	30.99	2,090	31.91	2,523	32.16	2,895	35.00	2,064	37.83	3,412	40.50	3,678	41.83	2,221	41.69	3,060	4.85	1,136	32.70	
5 Maintenance											19	0.23	72	1.33	27	0.33	52	0.59	55	1.03			5	0.14	
6 Backyard	469	18.17	292	17.79	928	10.76	676	10.32	895	11.41	997	12.05	93	1.71											
7 General	222	8.61	43	2.63	1,628	18.88	1,020	15.58	1,350	17.21	1,357	16.40	875	16.04	1,394	16.54	1,397	15.89	1,054	19.79	55,991	88.67	653	18.82	
<u>7450 Admin Workers</u>	<u>222</u>		<u>109</u>		<u>583</u>		<u>416</u>		<u>626</u>		<u>871</u>		<u>592</u>		<u>905</u>		<u>912</u>		<u>519</u>		<u>815</u>		<u>378</u>		
1 Commercial	2	1.12			70	12.06	70	16.96	82	13.18	96	11.02	74	12.53	121	13.42	85	9.31	70	13.54	82	10.10	99	26.24	
2 Residential	106	47.49	42	39.00	112	19.20	95	22.83	181	28.95	138	15.85	117	19.83	139	15.38	168	18.47	80	15.48	169	20.77	87	22.96	
3 Models					64	11.06	64	15.45	66	10.57	93	10.66	69	11.61	97	10.74	81	8.88	49	9.35	120	14.72	31	8.29	
4 Production	100	44.76	59	54.37	131	22.40	71	17.01	110	17.59	252	28.96	201	34.00	413	45.59	420	46.03	196	37.73	246	30.23	64	17.02	
5 Maintenance											3	0.35	23	3.91	10	1.15	20	2.15	21	3.99			2	0.49	
6 Backyard	11	5.10	7	6.02	55	9.46	53	12.65	47	7.51	70	8.00	2	0.38											
7 General	3	1.52	1	0.61	150	25.82	63	15.09	139	22.20	219	25.16	105	17.75	124	13.72	138	15.16	103	19.91	197	24.17	94	25.00	
<u>7460 Admin Benefits</u>			<u>8,372</u>																						
1 Commercial			984	11.75																					
2 Residential			964	11.51																					
3 Models			724	8.65																					
4 Production			2,868	34.26																					
5 Maintenance			433	5.17																					
6 Backyard			497	5.93																					
7 General			1,902	22.72																					
<u>7600 Other Administrat</u>	<u>18,262</u>		<u>8,645</u>		<u>304</u>						<u>69</u>		<u>94</u>						<u>114</u>				<u>38</u>		
Acct Type Total:																									
SubAcct Totals:	66,565	7.02	81,051	12.10	130,501	13.86	91,644	10.14	110,483	11.62	114,168	11.42	72,632	9.96	116,207	9.84	123,008	11.05	80,716	8.08	172,526	11.23	45,340	13.48	

17 AFTER TAX INC/EXPENSE

<u>7800 Federal Income</u>							<u>5,000</u>										<u>5,000</u>							
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A-1 Subcontractor

SubAcct INCOME STATEMENT Accts with % and 12 Periods
Continued

	<u>Period 01</u>	%	<u>Period 02</u>	%	<u>Period 03</u>	%	<u>Period 04</u>	%	<u>Period 05</u>	%	<u>Period 06</u>	%	<u>Period 07</u>	%	<u>Period 08</u>	%	<u>Period 09</u>	%	<u>Period 10</u>	%	<u>Period 11</u>	%	<u>Period 12</u>	%
<u>7850 State Income Ta</u>			<u>3,000</u>		<u>3,000</u>																			
Acct Type Total:	<hr/>																							
SubAcct Totals:	<hr/>																							
Net Income:	<hr/>																							
SubAcct Totals:	144,799.37		32,665.07		74,215.86		64,533.83		102,858.50		55,478.73		-38,721.43		68,279.50		39,189.36		48,944.15		48,068.33		-29,820.88	